

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

INFO AMEMBASSY VIENNA

UNCLAS STATE 058121

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP, PO

SUBJ: MAJOR TRADE OPPORTUNITY: ROLLER BEARING PLANT

REF: WARSAW 1236

1. SUMMARY: TDAD CONVERSATIONS WITH NUMBER OF BEARING MANUFACTURERS AND OTHER INDUSTRY SOURCES INDICATE IT UNLIKELY ONE MANUFACTURER WILL CONSIDER UNDERTAKING THE THREE PLANT PROJECT. SEVERAL BEARING COMPANIES, HOWEVER, ARE CONSIDERING SUBMISSION OF PROPOSALS FOR ONE OR TWO PLANTS. GIFFELS ASSOCIATES, A DETROIT BASED ARCHITECTURAL AND ENGINEERING FIRM, ALSO PLANNING TO SUBMIT PROPOSAL FOR THREE PLANT PACKAGE TO METAEXPORT. END SUMMARY.

2. BEARING COMPANIES CONTACTED TO DATE BY TDAD AND POLISH COMMERCIAL OFFICE IN CHICAGO, HAVE REPORTED THAT NO COMPANY HAS CAPABILITY TO UNDERTAKE COMPLETE PROJECT AS CURRENTLY UNCLASSIFIED

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PROPOSED BY METAEXPORT. PRIMARY REASON IS THE HIGHLY

SPECIALIZED NATURE OF THE INDUSTRY AS REGARDS TYPES AND SIZES OF BEARINGS EACH COMPANY MAKES. INDIVIDUAL COMPANY COMMENTS FOLLOW. CINCINNATI MILACRON'S SALES VP STEIBER WILL FOLLOW UP WITH METAEXPORT ON PARTS A AND B IN WHICH THEY SPECIALIZE. TIMKEN REVIEWING SPECS ON TAPERED ROLLER BEARINGS FOR SECOND TIME ACCORDING TO KOYLE OF INTERNATIONAL OPERATIONS. FEDERAL MOGUL OF DETROIT REVIEWING SPECIFICATIONS FOR VARIOUS LINES TO DETERMINE THEIR INTEREST. COMPANY WOULD ALSO BE WILLING TO SUPPLY EQUIPMENT THROUGH A PRIME CONTRACTOR FOR PROJECT. FANIR'S PRESIDENT, ATWATER, SAID HIS COMPANY HAD DISCUSSED SIMILAR PROJECT WITH GOP IN SUMMER '72, BUT THAT GOP NOT INTERESTED IN FAFNIR PROPOSAL. FAFNIR DOES NOT INTEND TO PURUSE PROJECT AT PRESENT. D.A.B. INDUSTRIES NOT INTERESTED ACCORDING TO VP FLANAGAN. WE HAVE ALSO REVIEWED PROJECT WITH NATIONAL MACHINE TOOL BUILDERS' JACK CONNOR WHO HAS ALERTED POTENTIAL EQUIPMENT SUPPLIERS. CONNOR PLANS VISIT TO METAEXPORT IN LATE APRIL FOLLOWING HIS ATTENDANCE AT STANKI '74 AT MOSCOW, TO FOLLOW UP ON PROJECT. CONNOR DOUBTS ANY SINGLE MEMBER COMPANY WILL BE ABLE TO UNDERTAKE PROJECT OF THIS TYPE AND STATED HE HAD INFORMED METAEXPORT OF THIS FACT ON SEVERAL PREVIOUS OCCASIONS.

3. FOLLOWING PLANAGAN CONVERSATIONS, MEETINGS AND REVIEW OF THE SPECIFICATIONS WITH GIFFELS ASSOCIATES' PRESIDENT ENTENMEN, AND VP UYGUR, THE COMPANY HAS INFORMED US THAT IT PLANS TO SUBMIT A PRELIMINARY PROPOSAL TO METAEXPORT COVERING ALL THREE PLANTS. BASICALLY, GIFFELS WILL PROPOSE THE PROVIDING OF THE DESIGN, SUPERVISION AND EQUIPMENT SUPPLY FOR ALL THREE PLANTS ON A SET FEE BASIS.

4. COMMENT. APPEARS UNLIKELY METAEXPORT WILL FIND ONE AMERICAN BEARING FIRM TO DO ENTIRE PROJECT. IF PROJECT DIVIDED INTO THREE PARTS. PARTICIPATION BY SUCH FIRMS MUCH MORE LIKELY. ISSUE OF REIMBURSEMENT FOR BID PREPARATION COSTS COULD BE STICKY IN THAT CASE. SHOULD METAEXPORT REMAIN ADAMANT IN PREFERENCE FOR SINGLE FIRM, IT WILL, IN ALL PROBABILITY, HAVE TO RETAIN SERVICES OF AN ENGINEERING FIRM SUCH AS GIFFELS.

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